



Peer Exchange Team Report

November 21, 2002



Process

- Two Peer Teams
- Stakeholders Interviewed
- Key Themes
 - Business Assistance and Development
 - Contract Administration, Good Faith Efforts and Certification
 - Commercially Useful Function/Frauds



Business Assistance and Development - Training

- Strengths

- Training provided to start-up firms
- Encourage Primes to work with DBEs
- Training on Internet
- One on one training
- TRANS program
- Loan Mobilization Program



Business Assistance and Development - Training

■ **Opportunities**

- Provide additional training for established firms
- Follow up to supportive services training
- Provide training in all District Offices
- Develop awareness of other agency training
- Networking opportunities with primes
- Mobilization loan process could be streamlined
- Money for customized training needs



Business Assistance and Development - Capacity

- Strengths
 - Succession planning
- Opportunities
 - Encourage development of capacity
 - Joint Venturing Program
 - Communicate business opportunities
- Impediments
 - Lack of DBE capacity
 - Take on too much work
 - Current capacity building consultant



Business Assistance and Development

- Impediments

- Not responsive to Primes with problem DBEs
- Lack of trust between Primes and DBEs
- Geographic issues for training outside of Madison/Milwaukee
- Electronic Bidding perceived to reduce networking opportunities



Annual Goal Setting

- Strengths
 - TRANS-AC process
- Opportunities
 - TRANS-AC process needs better communication
- Impediments
 - Goal setting process is too adversarial
 - Annual DBE Goal
 - Not being met in recent years
 - Is the goal realistic?



Project Goal Setting

- Opportunities
 - Formalize the process
 - Provide for contractor participation
 - Package projects for prime DBE opportunities
 - DBE geographic availability
 - Base goals on multiple options for bidders
 - Over concentration -trucking
- Impediments
 - Participation goals not realistic



Good Faith Effort

- Strengths
 - ODBEP assistance in achieving goals
- Opportunities
 - Shorten GFE analysis
 - Submit participation with bid
 - Bank DBE participation for Primes
 - Use rejection of bids vs. waivers
- Impediments
 - Too many waivers
 - Participation is negotiated
 - Primes not receiving bids from DBEs



Certification

- Strengths
 - Thorough job on certification
 - Extensive list
- Opportunities
 - Eliminate perception of favoritism in certifications
- Impediments
 - Graduation rate



Construction Monitoring

- Strengths
 - One District is monitoring utilization
- Opportunities
 - Use district staff to aid in monitoring/tracking
 - Determine if prompt payment is an issue
- Impediments
 - No tracking of final achievements
 - Little or no monitoring of utilization



Commercially Useful Function - Fraud

- Opportunities
 - Create a monitoring process
 - Cottage Grove wake-up



Trucking

- Opportunities
 - New regulations may need to be revisited
- Impediments
 - May be over concentrated



Consultants

- Strengths
 - Meet Goal
- Opportunities
 - Create a participation and CUF monitoring process
 - Need networking and training specific to consultants
 - Prompt payment tracking
 - Match contract goals not standard percentage
- Impediment
 - Consultant pay and audit process



Communication

- Strengths
 - DBEs aware of opportunities and services
- Opportunities
 - More on web page
 - Updates to program needs input from DBE community
- Impediments
 - Lack of communication between everyone
 - WisDOT IT Committee is a barrier to DBE automation efforts



WisDOT Staffing

- Strengths

- Dedicated; Empowered and assertive;
Knowledgeable; Approachable;
Hardworking

- Opportunities

- Improve participation with Districts
- Improve support to Districts
- Improve knowledge of overall DBE program objectives



Other Issues

- Highlight successful firms
- Facilitate networking
- Marquette project impact on construction funding and WisDOT funding
- Economy



Key Points

- Project Goal setting process
- Good faith effort determination at letting / waivers
- Documentation of final payments to DBEs